

LOWA Fall 2024 Booking & Repeat Order Terms

FIRST SHIP DATES ARE ESTIMATES AND SUBJECT TO CHANGE DUE TO SUPPLY CHAIN CHALLENGES. NO CHARGEBACKS CAN BE ACCEPTED DUE TO LATE DELIVERIES

- 7% discount for booking orders received by LOWA by Friday, January 12, 2024
 - Delivery July 1 – December 8, 2024, or first ship date as shown on the Fall 2024 price list.
 - Orders must equal 80% or greater of July 1 – November 30, 2023
 - , invoiced shipments. Booking orders that come in late may not be confirmed or fulfilled if availability does not exist
 - All orders compared to history are measured at NET pricing.
 - Dating, net 90 days
 - Reorders July 1- December 30, 2024, at 7%, net 30 days from date of invoice
- Dealers with Dropship programs, Forecasts and “Key Accounts” (those with stores in multiple territories or “national” websites should have orders by month model/color/size/quantity by Friday, December 16, 2023.
 - Dropship forecasts/orders should not account for more than 20% of a retailer’s Fall 2024 bookings.
 - Drop ship orders will be invoiced based on the price on the LOWA Fall 2024 Dropship Price List, net 30 dating.
 - Drop Ship orders must be entered either thru the LOWA Dealer Order Website or via EDI.
 - Drop ship orders must also ship on the retailer’s UPS or FedEx account number.
- 3% discount for orders received after Friday, January 12, 2024.
 - 3% Discount for orders equal to less than 80% of July 1 - November 30, 2023, invoiced shipments
 - Reorders July 1 – December 30, 2024, at 3%, net 30 days from the date of invoice.
- Orders received after Friday, January 26, 2024, will be confirmed as available, wholesale, net 30.
- Rentals

- Retailers who buy LOWA rental models with the intention to rent them to consumers will receive a 7% discount, 50% net 60 days & 50% net 120 days
- Eligible to trade rentals back within two years and receive a 10% of net cost credit towards new rentals
 - Boots must have usable tread, no holes, burn marks or other damage that renders the boots unwearable
- 1 pair of LOWA socks per pair of rentals purchased

Other:

- Cold Weather Boots can only be written as hard orders and only for first ship date or later.
- LOWA orders for any given ship date are prioritized by the date they are received and entered in LOWA's computer.
 - Orders submitted via the auto-order form and the dealer or professional websites are always entered more expediently.
 - Orders will be confirmed at the first available ship date and price
 - Orders turned in before deadlines may still not be available for a first ship date if sold to retailers who previously turned in orders.
 - Hunt orders follow outdoor deadlines, not Task Force deadlines.
 - Revisions or additions to orders will be treated as new orders with discounts and dating appropriate to the time received
 - Any "Call B4 Ship", other special instructions and shipping information needs to be submitted with an order. If not, we will ship as best possible. Returns, exchanges & chargebacks will not be accepted.
 - It is a Retailer's and Account Manager's responsibility to make adjustments prior to a requested ship date.
- Items that show two item numbers are models affected by PFAS changes. Orders for these items should be written in the original item number. As inventory changes, LOWA at its discretion will substitute based on availability.
- MAP Over dates refer to the original item number for transitioning products only.

- New dealers must turn on both a Dealer Application & an order before they can be set up and orders can be confirmed.
 - Complete orders and Dealer Application should be turned in complete no later than January 13, 2024.
- “Calendar-beating” by placing a “booking-style” order after December 6, 2024, shipping will be invoiced at 2025 pricing.
- Task Force Innox, Zephyr, R series and Z Series models are available to LOWA Outdoor Retailers
 - These models count towards all regular discount & terms programs
 - Zephyr MK2, Combat GTX MK2 and Breacher models are only available to Uniform Stores and Government Contract Companies
 - The Task Force Deadline for Uniform Shops and Government Contract Companies is Friday, February 23, 2024.
 - Same discounts & dating requirements that apply to outdoor dealers also apply to Task Force dealers.

LOWA Renegade GTX Evo Fall Introduction 2024 Program

LOWA will begin to deliver the Renegade GTX Evo Collection in Q4 2024. It will be available in limited quantities and sold on a first come, first served basis.

Minimum order

4 skus, 10 pair each average for the initial ship date.

Terms

7% discount, net 120 days

Order Deadline

December 22, 2023

Restrictions

Renegade Evo introduction pairs are only available to retailers who have a Spring 2024 booking order placed, place a Fall 2024 booking order in a timely manner that meets regular terms and who place a “Special Opportunity” buy in partnership with LOWA.

- Dealers who have not placed a Spring booking order, Fall booking order or special buy opportunity will not be eligible to buy Renegade Evo models until Spring 2025.
- Orders received without a Fall 2024 booking order will not be processed until the booking order is placed.
- Models & colors shown on the introduction price list with a 2025 first ship date may be ordered during this initial window at 2024 prices for the first ship date shown on a separate purchase order.